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L3 and print$	5

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Search History

DATE: Wednesday, March 19, 2003   Printable Copy   Create Case

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DB=USPT,PGPB,JPAB,EPAB,DWPI,TDBD; PLUR=YES; OP=OR			
L15	L3 and print$	5	L15
DB=USPT; PLUR=YES; OP=OR			
L14	5117354.pn.	1	L14
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L12	5222211.pn.	1	L12
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L6	5317646.pn.	1	L6
L5	5357439.pn.	1	L5
DB=USPT,PGPB,JPAB,EPAB,DWPI,TDBD; PLUR=YES; OP=OR			
L4	L3 and print same data	2	L4
L3	L2 and corporate near sales	7	L3
L2	sales near manage$	1529	L2
L1	"sales manag$ system"	0	L1

END OF SEARCH HISTORY

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End of Result Set

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L4: Entry 2 of 2   File: USPT   Oct 29, 1996

DOCUMENT-IDENTIFIER: US 5570291 A
TITLE: Custom product estimating and order processing system

Brief Summary Text (5):
Manufacturers of business information products such as forms and labels generally
employ a number of sales representatives located both at the corporate office(s) and
offices remotely located therefrom. The sales representatives interact with
customers, that is, businesses requiring office supplies such as forms and other
products for recording and distributing business-related data, to determine the
format and content of a form, label or other product which best suits the customers'
data collection and management needs. Following form design, the sales
representative generates an order to specify the number of forms be printed, form
size, paper quality, ink color, print type, number of plies, requested shipping
dates, and fastener type, among other information. Order generation is typically a
manual process for the sales representative. Thus, the customer interaction process
can be arduous and time-consuming because of the multitude of options that are
considered when designing and ordering a form.

Detailed Description Text (28):
The memory storage device(s) at the sales office 12 (e.g., the file server 66 and
the laptop computer 41) preferably store information that is needed only at the
local levels such as user information and modem numbers, as well as information that
is generated at the local level such as item specification information. The item
specification can be for both items that have and have not been transmitted to the
SQL server 36 at the corporate office 16. These sales site memory device(s) can also
contain information that has been downloaded from the corporate office SQL server
36. As will be described in further detail below in connection with FIG. 4, the
sales office computers (whether located at a customer site or corporate sales site)
are programmed to generate release orders, to generate and transmit item
specifications and requests for estimates, to receive estimate data and convert an
estimate into a production order, to generate and transmit a production order to the
corporate office, and to perform messaging.

Detailed Description Text (41):
With reference to the affirmative branch of decision block 148 and block 150, review
of an estimate, for example, by an estimating department or operations and sales
management department is advantageous for a number of reasons. Sales and operations
management personnel can review estimates using various parameters when the
estimates require use of a special material, a particularly large volume of
material, or require complex construction or a new or special specification.
Estimates which involve a particularly high dollar value or a particular customer
can also necessitate review by corporate office personnel. This gives corporate
office personnel an opportunity to use pricing information for processes that is
external to the Estimating subsystem 90. For example, while a mailer product with
six plies can be priced by the Estimating subsystem 90, the item can present
difficulties to the plants. Batch validation of an item specification and estimate
for the mailer allows corporate office personnel to review the estimate and make
changes as needed. Batch validation also allows estimates for strategic customers or
which exceed a predetermined dollar amount to be identified for review.

Detailed Description Text (46):
As shown in block 166, each computer at the sales office preferably operates in
accordance with the SIN 86 to validate production order details, as well as
cross-validate selected items with reference to the production order details. The
personal computer is also programmed to determine whether or not a customer has a
contract with the manufacturer, to ensure the customer has a favorable credit status
and to check for a concession percentage. The SIN 86 also stores in memory a version
of the estimate used to produce the production order as part of an audit trail. The
sales site computers are further programmed to prevent expired estimates from being

converted into production orders, to ensure that each production order is linked to a particular estimate unless the order is the result of an outside purchase, as well as to check for concession percentage level. The latter feature enables sales management to be notified when acceptable concession levels are disregarded.